# RJ REYNOLDS

**TOBACCO COMPANY** 



S. R. MacLEOD Region Operations Mgr

150 Lawrence Bell Drive Suite #108 Williamsville, NY 14221 (716) 634-9232 Fax (716) 634-3145

August 27, 1996

RJR Account #375878
P. Cox
McLANE-NORTHEAST

October Promotion (#601934): Salem B2G2F

Dear Paul:

Salem B1G1F product in quantities listed below, as well as 128 SKUs of B2G2F sleeves (item #517322), have been ordered to pack and ship this promotion to your participating retail accounts. Due to the small quantities involved, I have scheduled product and sleeves to be shipped direct to McLane NE. Please let me know as soon as possible if you want the sleeves shipped to Consolidated Industries, rather than McLane.

	SALEM	#/ (6M) Cases
UPC Code	STYLE	<b>B1G1F Product</b>
12300-23597	King	9
12300-23650	100	9
12300-23651	Light	<u>9</u>
12300-23652	Light 100	<u>8</u>

Product / Sleeves Arrival:

September 23, 1996

Ship Date to Retail:

Week of: September 30, 1996

Item #517322 (Sleeves for Display Assembly)

SKU CUBE:

1.3380

SKU WT (w/o Product):

3.0000 lbs

Retail Sales Offer per Sku:

20 units

-2-B2G2F McLane NE

Billing per Sku:

**4 Full Price Cartons** 

EFT \$ Amount:

\$3.198.76

(State Breakdown:

16 Cases NY \$1,670.75 16 Cases NJ \$1,286.75 3 Cases PA \$241.26)

PO Numbers

Sleeves:

PO #ER0091-02

Product:

NJ

PO #ER0091-01 - 9/17

NY

PO #ER0097-01 - 9/17

PA

PO #ER0098-01 - 9//7

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2 free sleeves; two (2) buy-1-Get-1-Free pre-banded units should be placed into the sleeve.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

SEE 'WHOLESALER PACKING INSTRUCTIONS'

RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$252.00 (9 cases @ \$28.00).

If you have any questions, please contact me. As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

**Promotions Coordinator** 

/ic

cc: RJR: DK/SS

R. Moore / McLane

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

VAPB2G1F.DOC

#### McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

#### McLANE NE

#### OCTOBER PARTNERS: SALEM B2G2F #601934

	NUMBER OF DISPLAYS PER GROUP PER STATE														***********
CHAIN NAME	NO. OF	GISPLAY UNITS«TO SHIP TO EACH ACCOUNT	TOTAL#	ÇT	DE	MA	NTD .	ME	8H		NY	ОН	ΑĠ	RI	VΤ
A-PLUS/ ATLANTIC/ A-MART/ SUNOCO	39	Per List	76		2					18	4		52		
COASTAL MART	9	2	18				1.			18					
DAIRY MART	2	1	2	1				1			1				
HESS MART / STATION	6	Per List	9							7	2				
MOBIL	18	1 ***	18	1						9	5		3		
INDEPENDENTS (& SMALL CHAINS)	4	Per List	5				1	$\vdash$		4					
TOTALS	78		128	2	2	0	1	0	0	56	12	0	55	0	0

(MC-OCTS.XLS)8/28/96

(McLANE NO LONGER SHIPS TO DL/ KY/ OH("Exception: 8 OH/ C.FAIR STORES) MI/ MD

21862 0135

### RJ REYNOLDS

TOBACCO COMPANY

August 28, 1996

S. R. MacLEOD Region Operations Mgr

150 Lawrence Bell Drive Sulte #108 Williamsville, NY 14221 (716) 634-9232 Fax (716) 634-3145

#### **STATE STAMPING**

McLANE NE #375878

SALEM B2G2F	CI	DE	MD	МЛ	NY	PA
King	4	4	2	112	24	110
100	4	4	2	112	24	110
Light	4	4	2	112	24	110
Lt 100	4	4	2	112	24	110

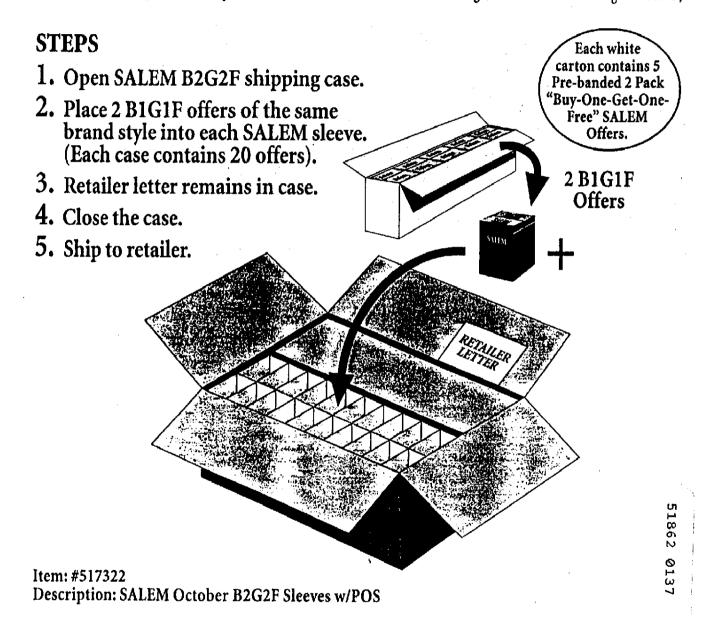
8/28/96 STAMPING.DOC

# WHOLESALER PACKING INSTRUCTIONS

### VALUE-ADDED PROMOTIONS -4TH QTR. '96

### October SALEM Partners B2G2F (Buy 2 Packs Get 2 Packs Free)

(NY Metro, Philadelphia, Pittsburgh, Atlanta, Florida, Dallas, Richmond, Chicago, Detroit & St. Louis Regions ONLY)



Brand Style	King	100	LIGHT	LT 100	\ /	\/
Number of Cartons	1	1	1	1	X	

PARTNER VAP TEMPLATE LISTING

sorted by Chain

96-08-23 09:49 AM

0362-0205

PAGE:

WHOLESALER

: 375878 MCLANE NORTHEAST CORP. <DIRECT>

: 601934 610-00 SAL OCT B2G2F

TEMPLATE SEO : 0031 SALES LEVEL : 16XXXX

VAP TERR RETAIL ACCT NAME ADDRESS ST 21P QTY TAX CHAIN-ID SUPPLIER WHSLR DESC ------132202 132221 634417 AMOCO SEABROOK 9501 LANHAM SEVER SEABROOK MD 20706 1 916601 375878 MCLANE 133001 133022 771672 KRAUSZERS #90 OLD ROUTE 22 CLINTON NJ 08809 2 375878 MCLANE 122604 122623 668662 RIVERSIDE SQUARE FO 2 RIVERSIDE SQUAR BLOOMINDALE NJ 07403 375878 MCLANE 133004 133022 402506 KRAUSZERS #449 NJ 08822 203 MAIN ST FLEMINGTON 1 027185 375878 MCLANE 122208 122222 820041 DAIRY MART 1615 528 MAIN ST WEST HAVEN CT 06516 0205-0100 037655 375878 MCLANE 122111 122225 179821 DAIRY MART 6689 ROUTE 303 VALLEY COTTAGE NY 10989 0205-0100 012591 375878 MCLANE 122613 122625 642874 HESS STATION #30263 247 PARK AVE NEWARK NJ 07107 0353-0200 1743 375878 MCLANE 122308 122325 779781 HESS STATION #32336 4000 HEMPSTEAD TP FARMINGDALE 1 NYS NY 11735 0353-0200 375878 MCLANE 122904 122327 603244 HESS STATION #32495 1129 HEMPSTEAD FRANKLIN SOUAR NY 11010 1 NYS 0353-0200 3386 375878 MCLANE 122102 122226 087885 HESS MART #30242 ROUTE 46 EAST LODI NJ 07644 2 NJS 0353-0300 601344 375878 MCLANE 133001 133022 639608 HESS MART #30300 303 MEMORIAL PKY PHILLIPSBURG NJ 08865 0353-0300 601369 375878 MCLANE 133008 133025 558169 HESS MART #30314 66 ROUTE 46 EAST MOUNTAIN LAKES NJ 07046 2 NJS 0353-0300 601377 375878 MCLANE 133202 133227 610057 A-PLUS #60368 LANCASTER & ABERD WAYNE PA 19087 0362-0101 048439 375878 MCLANE 133206 133223 670474 SHANLAM INC 7965 VERREE RD PHILADELPHIA PA 19111 0362-0101 048421 375878 MCLANE 132607 132622 627802 SUNOCO A-PLUS 2200 EDGMONT AVE CHESTER PA 19013 0362-0101 097691 375878 MCLANE 133207 133224 423239 APLUS 7407 5901 WISSAHICKON PHILADELPHIA PA 19144 2 0362-0101 375878 MCLANE 132604 132625 665055 SUNOCO A-PLUS 1201 N DUPONT HWY NEW CASTLE DE 19720 1 0362-0105 976750 375878 MCLANE 132605 132627 512113 SUNOCO FOOD MRT.500 837 N DUPONT HWY DOVER DE 19901 0362-0105 96974 375878 MCLANE 133202 132624 307190 SUNOCO MINI MT.#702 714 N LANSDOWNE A DREXEL HILL PA 19026 2 0362-0105 097543 375878 MCLANE 122304 122330 584406 SUNOCO CO-OP #7053 885 JOHNSON AVE RONKONKOMA NY 11779 2 0362-0201 98285 375878 MCLANE 132607 132622 509837 ATLANTIC 7495 PROVIDENCE & KIRK MEDIA PA 19063 3 0362-0201 042671 375878 MCLANE 133208 133228 502666 A-PLUS 7488 580 EASTON RD WARRINGTON PA 18976 2 PEN 0362-0201 043125 375878 MCLANE 133208 133230 452469 SUNOCO A PLUS #7322 1406 WELSH RD NORTH WALES PA 19454 2 PEN 0362-0201 043059 375878 MCLANE 132607 132624 779500 APLUS/SUN COOP 7392 CHESTER PIKE & CA SHARON HILL PA 19079 2 0362-0201 042663 375878 HCLANE 132607 132622 568701 A-PLUS #4393 401 LINCOLN AVE PROSPECT PARK PA 19076 ÷ 0352-0201 043455 375878 MCLANE 133203 133224 268526 A-PLUS COOP 7401 209 TOWNSHIP LINE ELKINS PARK PA 19117 2 PEN 0362-0201 043174 375878 MCLANE 133204 133226 776722 A-PLUS #7310 2926 EASTON AVE BUTZTOWN PA 18017 2 PEN 0362-0201 040980 375878 MCLANE 133204 133221 618178 A PLUS #7304 3131 W TILGHMAN S ALLENTOWN PA 18104 0362-0201 43612 375878 MCLANE 133204 133221 183598 A-PLUS #7309 1201 W HAMILTON S ALLENTOWN PA 18102 PEN 0362-0201 040709 375878 MCLANE 133407 133429 634056 A-PLUS MINI 7404 2100 E ALLEGHENY PHILADELPHIA PA 19134 2 PEN 0362-0201 040923 375878 MCLANE 133205 133229 378518 A-PLUS COOP 7403 88 NUTT RD PHOENIXVILLE PA 19460 0362-0201 043000 375878 MCLANE 133205 133229 510720 APLUS/SUN COOP 7393 1257 N CHARLOTTE POTTSTOWN PA 19464 2 DEN 0362-0201 042820 375878 MCLANE 133205 133230 277587 APLUS/SUN COOP 4010 RT. 363 & SUMNEYT LANSDALE PA 19446 PEN 0362-0201 040758 375878 MCLANE 133206 133223 666052 APLUS COOP 7505 5001 E. ROOSEVELT PHILADELPHIA PA 19149 0362-0201 44750 375878 MCLANE 133202 133227 597670 SUNOCO-APLUS #7300 1 E CITY AVE BALA CYNWYD PA 19004 0362-0201 042010 375878 MCLANE 133202 133227 090409 APLUS COOP 7494 RT. 202 & WARNER KING OF PRUSSI PA 19406 2 PEN 0362-0201 041202 375878 MCLANE 133409 133427 393478 APLUS MINI 7335 2201 WALNUT ST PHILADELPHIA PA 19103 0362-0201 041210 375878 MCLANE 133409 133429 778778 APLUS/SUN COOP 7349 2308 FAIRMONT AVE PHILADELPHIA PA 19130 PEN 0362-0201 040857 375878 MCLANE 133003 133025 583125 SUNOCO MART #7047 299 E HANOVER AVE MORRISTOWN NJ 07960 0362-0204 98343 375878 MCLANE 133407 133429 385953 SUNOCO COOP #7405 3670 RICHMOND ST PHILADELPHIA PA 19134 2 PEN 0362-0205 042580 375878 MCLANE 133204 133221 521734 SUNOCO GAS NO 7087 RURAL ROUTE 3 AND WESCOSVILLE PA 18106 0362-0205 018309 375878 MCLANE 133202 133227 455878 SINOCO COOP 7084 4.7 MI W OF EX25 KING OF PRUSSI PA 19406

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Source: https://www.industrydocuments.ucsf.edu/docs/qrpm0000

SYMLINER AVE LEWEIVLE PIZZING

xxxxxet :

: 001034 010-00 SVT OCL BSGSE

: 315818 MCLANE NORTHEAST CORP. <DIRECT>

SYTES PEAEL

TEMPLATE

SUSSES

MHOLESALER

TEMPLATE SEQ : 0031

5J55B2

PARTNER VAP TEMPLATE LISTING

WHOLESALER : 375878 MCLANE NORTHEAST CORP. <DIRECT>

TEMPLATE : 601934 610-00 SAL OCT B2G2F

TEMPLATE SEQ : 0031 SALES LEVEL : 16XXXX Satted by State

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15///	KEINID	ncc1	NAME	ADDRESS	(11)	51	ZIP	QII	1 WY	CHAIN-ID	SUPPLIER	MHSLK DESC
122209	122221	675461	MOBIL OLAXE	2775 NICHOLS AVE	TRUMBULL	7	06611		1	0975-0000		
122208	122222	820041	DAIRY MART 1615	528 MAIN ST	WEST HAVEN		06516		1	0205-0100	037655	375878 MCLANE
			SUNOCO A-PLUS	1201 N DUPONT HWY			19720		1	0362-0105		375878 MCLANE
132605	132627	512113	SUNOCO FOOD MRT.500	B37 N DUPONT HWY	DOVER	DE	19901		1	0362-0105	96974	375878 MCLANE
132202	132221	634417	AMOCO SEABROOK	9501 LANHAM SEVER	SEABROOK	MD	20706		1			375878 MCLANE
122614	122626	341307	MOBIL OIL #15BFH	671 WYCKOFF AVE	WYCKOFF	ŊJ	07481	,	1	0975-0000		375878 MCLANE
133001	133022	771672	KRAUSZERS #90	OLD ROUTE 22	CLINTON	ŊJ	08809		2			375878 MCLANE
133401	133425	413293	SUNOCO #7008	RD #2, HARTFORD R	MOUNT LAUREL	ŊJ	08054		2 .	0362-0206	096537	375878 MCLANE
133401	133425	413282	SUNOCO #7007	KRESSON & HO JO	CHERRY HILL	ŊJ	08034		2	0362-0206	096529	375878 MCLANE
133404		483398	SUNOCO #7006	5.4 MILEPOST	PENNS GROVE	ŊJ	08069		2	0362-0206	096511	375878 MCLANE
133405	133420	486342	SUNOCO GAS PLUS 702	RT 537 & 526	JACKSON	ŊJ	08527		2	0362-0206	098301	375878 MCLANE
133003	133025	583125	SUNOCO MART #7047	299 E HANOVER AVE	MORRISTOWN	ŊJ	07960		2	0362-0204	98343	375878 MCLANE
133004	133026	484386	SUNOCO #7011	MOLLY PITCHER	CRANBURY	NJ	08512		2	0362-0206	096560	375878 MCLANE
133005	133024	470923	SUNOCO CO-OP #7013	THOMAS EDISON SER	WOODBRIDGE	NJ	07095		2 .	0362-0206	096586	375878 MCLANE
133007	133029	480342	SUNOCO #7012	JOYCE KILMER SERV	EAST BRUNSWICK	ŊJ	08816		2	0362-0206	096578	375878 MCLANE
122604	122623	668662	RIVERSIDE SQUARE FO	2 RIVERSIDE SQUAR	BLOOMINDALE	ŊJ	07403		1			375878 MCLANE
133004	133022	402506	KRAUSZERS #449	203 MAIN ST	FLEMINGTON ·	ΝJ	08822		1	•	027185	375878 MCLANE
122102	122226	087885	HESS MART #30242	ROUTE 46 EAST	LODI	ŊJ	07644		2 NJS	0353-0300	601344	375878 MCLANE
133001	133022	639608	HESS MART #30300	303 MEMORIAL PKY	PHILLIPSBURG	ŊĴ	08865		2	0353-0300	601369	375878 MCLANE
133008	133025	558169	HESS MART #30314	66 ROUTE 46 EAST	MOUNTAIN LAKES	ŊJ	07046		2 NJS	0353-0300	601377	375878 MCLANE
			MOBIL MART 15AQH	3237 STATE HWY #3	MOUNT LAUREL	ŊĮ	08054		1	0975-0000		375878 MCLANE
133402	133422	482685	MOBIL MART #15G13	700 ROUTE 37 W	TOMS RIVER	ŊJ	08755		1	0975-0000		375878 MCLANE
			MOBIL #15EVA	6101 BLACK HORSE	PLEASANTVILLE	ŊJ	08232		1	0975-0000	926097	375878 MCLANE
			COASTAL MART #7232		CEDARVILLE		08311		2	1906-1404	034512	375878 MCLANE
			COASTAL MART #7231	101 BRIDGETON-FAI	FAIRTON	ŊJ	08320		2	1906-1404	034504	375878 MCLANE
			COASTAL MART #7222	544 S. BROADWAY	DEEPWATER		08023		2	1906-1404		375878 MCLANE
			COASTAL MART #7224		Woodstown		86,080		2	1906-1404		375878 MCLANE
			COASTAL MART #7223	RT. 40 & KINGS HW			08098			1906-1404		375878 MCLANE
				EAST FRONT & MAIN			08318		2	1906-1404		375878 MCLANE
			COASTAL MART #7217	61 MARKET ST	SALEM		08079		2	1906-1404		375878 MCLANE
			COASTAL MART #7216	419 E BROADWAY	SALEM		08079		2	1906-1404		375878 MCLANE
			COASTAL MART #7227		WOODBURY		08096		2	1906-1404		375878 MCLANE
			SUNOCO #7016	ALEX HAMILTON SER			07094		2	0362-0206	96610	375878 MCLANE
			MOBIL MART_#15-AT1		HOLMDEL		07733		1	0975-0000		375878 MCLANE
			MOBIL 15AT2	1039 VALLEY RD	STIRLING		07980		1	0975-0000		375878 MCLANE
	133026		MOBIL MART #15632	PENNINGTON CIR/RT			08534		1	0975-0000	926162	375878 MCLANE
133004			MOBIL #15JHN	3513 US HIGHWAY 1			08540		1	0975-0000		375878 MCLANE
			MOBIL MART #15BFM	5725 BERKSHIRE RO			07438		1	0975-0000		375878 MCLANE
			HESS STATION #30263		NEWARK		07107		1	0353-0200	1743	375878 MCLANE
			HESS STATION #32336				11735		1 NYS	0353-0200	400000	375878 MCLANE
			MOBIL OIL #17N5B	174 WESTCHESTER A			10601		1	0975-0000		375878 MCLANE
122504	122330	288406	SUNOCO CO-OP #7053	885 JOHNSON AVE	RONKONKOMA	NY	11779		2	0362-0201	98285	375878 MCLANE

5J55B2

PARTNER VAP TEMPLATE LISTING

96-08-23 09:49 AM

PAGE:

WHOLESALER : 375878 MCLANE NORTHEAST CORP. <DIRECT>

TEMPLATE : 601934 610-00 SAL OCT B2G2F

TEMPLATE SEQ : 0031 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	VAP WHSLR DESC	С
	100300												
			A PLUS MINI MKT 709 MOBIL #17KMA				11801 11696	2		0362-0206		375878 MCI	
			HESS STATION #32495		FRANKLIN SOUAR			1	NYS	0353-0200		375878 MCI 375878 MCI	
			DAIRY MART 6689	ROUTE 303	VALLEY COTTAGE			1		0205-0100		375878 MCI	
			MOBIL #17750	L.I.E. & EAST POR			11949	1		0975-0000	012591	375878 MCI	
			MOBIL 17AVO	RTE. 38 & N. SEA	SOUTHAMPTON		11968	ī		0975-0000	460048	375878 MCI	
			MOBIL 17VB6	360 WHEELER RD	HAUPPAUGE		11788	ī		0975-0000		375878 MCI	
			A-PLUS #60368	LANCASTER & ABERD			19087	2		0362-0101		375878 MCI	
133206	133223	670474	SHANLAM INC	7965 VERREE RD	PHILADELPHIA	PΆ	19111	1		0362-0101		375878 MCI	
133202	133227	597670	SUNOCO-APLUS #7300	1 E CITY AVE	BALA CYNWYD	PA	19004	2		0362-0201	042010	375878 MCI	LANE
133202	133227	090409	APLUS COOP 7494	RT. 202 & WARNER	KING OF PRUSSI	PA	19406	2	PEN	0362-0201	041202	375878 MCI	LANE
133202	133227	455878	SUNOCO COOP 7084	4.7 MI W OF EX25	KING OF PRUSSI	PA	19406	2		0362-0205	018275	375878 MCI	LANE
133203	133224	268526	A-PLUS COOP 7401	209 TOWNSHIP LINE	ELKINS PARK	PA	19117	2	PEN	0362-0201	043174	375878 MCI	LANE
133204	133226	776722	A-PLUS #7310	2926 EASTON AVE	BUTZTOWN	PA	18017	2	PEN	0362-0201	040980	375878 MCI	LANE
133204	133221	618178	A PLUS #7304	3131 W TILGHMAN S	ALLENTOWN	PA	18104	2		0362-0201	43612	375878 MCI	LANE
133204	133221	163598	A-PLUS #7309	1201 W HAMILTON S	ALLENTOWN	PA	18102	2	PEN	0362-0201	040709	375878 MCI	LANE
			SUNOCO GAS NO 7087	RURAL ROUTE 3 AND	WESCOSVILLE	PA	18106	2		0362-0205	018309	375878 MCI	LANE
			A-PLUS COOP 7403	88 NUTT RD	PHOENIXVILLE		19460	2		0362-0201	043000	375878 MCI	LANE
			APLUS/SUN COOP 7393				19464	. 2	PEN	0362-0201	042820	375878 MCI	LANE
			APLUS/SUN COOP 4010				19446	_	PEN	0362-0201		375878 MCI	
			APLUS COOP 7505	5801 E. ROOSEVELT			19149	2		0362-0201	44750	375878 MCI	LANE
				5901 WISSAHICKON			19144			0362-0101		375878 MCI	LANE
			A-PLUS 7488	580 EASTON RD	Warrington		18976	_	PEN	0362-0201	043125	375878 MCI	LANE
			SUNOCO A PLUS #7322		NORTH WALES		19454	_	PEN	0362-0201		375878 MCI	
			A-PLUS MINI 7404	2100 E ALLEGHENY			19134	_	PEN	0362-0201		375878 MCI	
			SUNOCO COOP #7405	3670 RICHMOND ST	PHILADELPHIA		19134	_	PEN	0362-0205		375878 MCI	
			APLUS MINI 7335	2201 WALNUT ST	PHILADELPHIA		19103	2		0362-0201		375878 MCI	
			APLUS/SUN COOP 7349				19130	_	PEN	0362-0201		375878 MCI	
			SUNOCO A-PLUS	2200 EDGMONT AVE	CHESTER		19013	2		0362-0101		375878 MCI	
			APLUS/SUN COOP 7392				19079	2		0362-0201		375878 MCI	
				401 LINCOLN AVE			19076	2		0362-0201	043455	375878 MCI	
					BENSALEM		19020	1		0975-0000		375878 MCI	
				1 FRONT ST	CONSHOHOCKEN		19428	1		0975-0000		375878 MCI	
			_	913 BETHLEHEM PIK			19454	1		0975-0000		375878 MCI	
			SUNOCO MINI MT.#702 ATLANTIC 7495				19026	2		0362-0105		375878 MCI	
134007	132022	5 <b>4783</b> 7	WITHWITT 1432	PROVIDENCE & KIRK	LEDIA	PA	19063	3		0362-0201	042671	375878 MCI	LANE

PAGE BREAK TOTAL ACCOUNTS

TOTAL QUANTITY

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TEMPLATE TOTAL ACCOUNTS

TOTAL QUANTITY

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END OF REPORT FOR PROMOTION 601934